

DISTRIBUTION CIM BUSINESS PLAN

- GUIDANCE FROM CIM FUNCTIONAL STEERING GROUP (MAR 21, '91)
 - BUSINESS PLAN READY FOR FSG REVIEW BY APR 22, '91
 - INCLUDE ALL PROCESS GUIDE PHASE I & II PRODUCTS EXCEPT:
 - ESTIMATES OF RESOURCE REQUIREMENTS
 - BUSINESS CASE
 - ACTION PLAN
- DISTRIBUTION CIM WORKING GROUP PLAN
 - DELIVER DRAFT TO DASD(L) APR 18, '91
 - THE DECISION BY THE FSG WILL LIMIT THE BENEFITS DISCUSSION TO THEIR IDENTIFICATION, WITH VERY LIMITED QUANTIFICATION

BUSINESS PLAN STATUS

AS OF 4 APRIL '91

- GOOD, POWERFUL MESSAGE THAT WON'T BE HEARD
- TOO!!!
 - LONG - 190 PAGES WITHOUT APPENDICES
 - REDUNDANT - A FUNCTION OF THE PROCESS GUIDE
 - DETAILED - MORE THAN READERS WANT OR NEED

PLAN OF ATTACK

- TWO PART PLAN
- PART I - BUSINESS PLAN SUMMARY
 - REORGANIZE 8 CHAPTERS TO 4
 - ADD NEW CHAPTER 1 TO PROPERLY SET STAGE & DISARM CRITICS
 - SHORTEN FROM 190 TO 50 PAGES
 - ELIMINATE REDUNDANCY
 - MOVE DETAIL TO PART II

PLAN OF ATTACK

(continued)

- PART II BUSINESS PLAN PROCESS GUIDE OUTPUTS
 - THE OUTPUTS OF EACH STEP IN SEQUENTIAL ORDER
 - PROVIDES
 - DOCUMENTATION & CORPORATE MEMORY OF EFFORT
 - DETAILS REQUIRED BY DEVELOPMENT EXEC AGENT
- NEW DRAFT TARGET: COB 9 APR '91